

USAID/GEO

Guyana Economic Opportunities

EXPORT MARKET OPPORTUNITIES

MARKET PROFILE: THE DUTCH ORGANIC SECTOR

Prepared by

Bettina Balmer

Submitted by:

Chemonics International Inc.

In association with

Management Systems International, Inc

To:

**United States Agency for International Development
Georgetown, Guyana**

Under Contract No. 504-C-00-99-00009-00

JUNE 2004

GEO Technical Report No. 80



**Ministry of Fisheries,
Crops and Livestock**
Regent Road, Bourda
Georgetown
Tel. 226-1565
Fax 227-2978
www.agrinetguyana.org.gy
/moa_mfcl



Go-Invest
190 Camp Street
Georgetown
Tel. (592) 225-0652
Fax (592) 225-0655
e-mail: info@go-invest.info
www.go-invest.info



NGMC
87 Robb Street
Georgetown
Tel. (592) 226-8255
Fax (592) 227-4114
e-mail:
newgmc@networksgy.com

EXPORT MARKET OPPORTUNITIES

MARKET PROFILE: THE DUTCH ORGANIC SECTOR



EXPORT MARKET SERIES: BULLETIN No. 80

June 2004

EXPORT MARKET OPPORTUNITIES

MARKET PROFILE

THE DUTCH ORGANIC SECTOR

Ministry of Fisheries, Crops and Livestock
Guyana Office for Investment
New Guyana Marketing Corporation

Export Market Series Bulletin No. 80

June 2004



With the assistance of the United States Agency for International Development

Table of Contents

1. THE ORGANIC SECTOR IN THE NETHERLANDS.....	2
1.1. Organic agriculture	2
1.2. The local market	4
1.3. Foreign trade	5
1.4. Market access: regulation and certification.....	5
2. DUTCH DISTRIBUTORS AND PROCESSORS.....	6
2.1. Main Dutch organic trading companies.....	6
2.2. Main Dutch fruit juice producers	8
2.3. Main Dutch trading companies for organic fresh produce.....	8
2.4. Detailed list of Dutch organic traders and producers.....	9
3. OTHER DUTCH ACTORS IN THE ORGANIC SECTOR	23
Annex: SKAL members (see attached file)	

1. THE ORGANIC SECTOR IN THE NETHERLANDS

KEY CHARACTERISTICS OF THE DUTCH ORGANIC SECTOR

Total population	16 million people
Organic area as % of total area	1.4%
Organic sales 2003 (expectations)	EUR 320 million
- supermarket share	41%
- specialized retail shops (350 outlets) share	42%
Organic consumption as % of total consumption	around 1%

1.1. Organic agriculture

The organic sector accounts for only 1.4 percent of total agricultural production, in spite of the dynamic growth of organic farms and the area under organic cultivation that took place over the last decade (see table).

NUMBER OF ORGANIC FARMS AND CULTIVATED AREAS (2000)

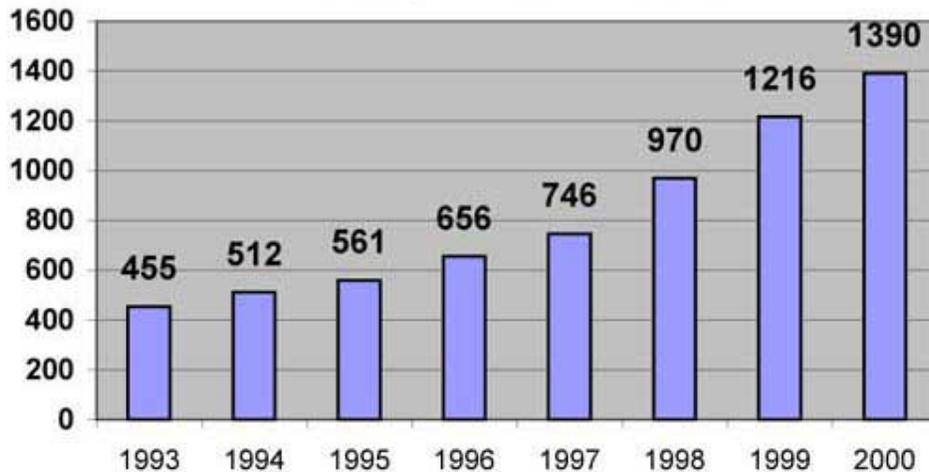
Number of organic farms	1 390
- Of which certified	1 121
- Of which under conversion	270
Total number of farms	100 545
% organic farms/total	1.32%
Organic cultivated area	27 820 ha
Total cultivated area	2 000 000 ha
% organic area/total	1.39%

During 2000, the number of organic farms increased by 174 to 1 390. Due to a support program launched by the government in September 2000, which includes financial assistance to primary producers during the first years of conversion, the growth rate was expected to increase in 2001. The target is to have five percent of the total area under organic production by 2005 and 10 percent by 2010, or 200 000 hectares.

The main production region is in the centre of the Netherlands, in the polders (areas which were retained from the sea) of the province of Flevoland. The leading production cooperative is NAUTILUS, which has a total area of about 5 000 hectares.

Number of organic farms and area under organic cultivation

(including farms under conversion)



The organic agricultural sector can be divided into the following product groups (percentages based on area under production) :

Vegetables	24.0 %
Fruits	5.2 %
Arable products	24.0 %
Livestock	42.5 %
Other (mushrooms etc.)	4.3 %

Fruits and vegetables account for almost 30 percent of the total of organic production, followed by livestock products. The fastest growing sector, however, has been the production of organic mushrooms; the number of mushroom farms doubled from 21 to 42 from October 1999-October 2000 (EKO-Monitor, October 2000). This brings the total estimated mushroom production at 130-150 tons/week, or 3 percent of total domestic mushroom production (Rabobank, 2000).

Intensive agricultural production in the Netherlands during the 1980's and 1990's, put severe environmental pressure on the land. In order to stimulate farmers to convert away from intensive agriculture and to increase consumer awareness of organic products, the Dutch Government has given financial support over the past several years to convert to organic production. The so-called "*Plan of Action 1997-2000*", with a total support of NLG 116 million (EUR 52 million), has been followed-up by a policy-plan called "*An organic market to win*". The new policy, announced in September 2000 for the period 2001-2004 (budget NLG 277 million – equivalent to EUR 126 million), aims at enhancing organic agricultural production and consumption, both to reach 10 percent of total production and consumption in 2010. More specifically, the policy aims at :

- Professionalization of a demand-oriented organic chain;
- Maximal transparency and exchange of information among all actors in the organic market chain (producers, traders, retailers, etc.);
- Development and dissemination of knowledge and information;
- Stimulation of organic primary production in order that it responds better to demand;
- Other matters, such as fiscal arrangements and lower VAT on organic products.

Regarding the processing sector, the growing demand for organic products has resulted in a remarkable growth in the number of organic processors (see table). Since 1996, 300 new processors have acquired a place in the organic market. SKAL (<http://www.skal.com>) considers processors to be industrial and artisan processors, importers and the service providing.

Number of organic processors in The Netherlands

Year	1993	1997	1998	1999	2000	2001 (July)
Processors	432	514	575	733	841	877

Source: SKAL 2001
 See annex for the whole list

1.2. The local market

The Netherlands is expected to achieve an organic turnover of some **320 million EUR in 2003**.

During the first half of the 90's little organic produce was sold in the conventional retail chains. Those products instead were distributed through specialized shops, directly from the farm, or on subscription (direct sales channel).

Organic food was introduced in supermarkets in the second half of the 90's and the Government policy was to push primary producers to convert to organic methods and to sensitize consumers. The result was an important growth of organic sales. Since, the retail chain leader, Albert Heijn, launched its own label, "AH biologisch" in 1998 the sector has experienced significant growth.

With the introduction of organic products in supermarkets, a wider range of consumers has been reached - consumers who are less sensitive to health and "green" issues, but are more price conscious. This has, on the one hand, led to more people becoming familiar with and interested in organic products. These buyers are potentially new clients for specialized shops, as the availability of organic products creates an incentive to purchase beyond the assortment of the supermarkets. On the other hand, however, clients who used to buy organic products in specialized shops and the rest of their food in supermarkets, might prefer the convenience of buying all their food at one place at a time. Therefore, this group of clients might abandon the specialized organic shops.

At the present time, the **350 organic food stores** in Holland hold a 41 % share of the organic market. The share held by the retail food trade is slightly higher at 42 % and has increased recently from the previous 19 % (1997). Around 1,200 supermarket stores of Albert Heijn, Konmar, Super de Boer and others now offer organic food. Market leader is Albert Heijn with 65 % of the market share in the organic retail food trade.

Some organic products have a significantly higher market share than others. The organic dairy sector (excluding butter) accounts for a sales of NLG 46 million (EUR 21 million), or 2.3 percent of total dairy sales (EKO-Monitor, October 2000). This represents 9 percent of total organic sales. Other important products include mushrooms (3 percent of mushroom production is organic) and apples (2.5 percent of area under apple production).

Although the Dutch organic market is growing, various factors might limit a further expansion of the market and/or organic imports. As already mentioned, the limited willingness of the average consumer to pay a price premium over conventional products of more than an estimated 20 percent is important. As long as the price gap between conventional and

organic products continues at the same range (sometimes up to 200 percent), no sharp increase in demand is expected.

At the same time, domestic organic production of temperate zone products (mostly vegetables) and greenhouse production (peppers, tomatoes and cucumbers) is catching up, stimulated through Government policy with subsidies for the conversion period. For these products, it is more likely that the Netherlands will become a major organic exporter instead of an interesting import market. Therefore, an increase in imports is most likely for other products, such as exotic and off-season fruits and vegetables.

Finally, with only around 1% market share for organic in total food consumption, the Netherlands remain one of the less developed EC-country for organic food.

1.3. Foreign trade

It is not because of the domestic inland market in the Netherlands that organic exotic fruits are of interest; instead it is because most fruits and vegetables imported into Europe enter through Rotterdam. Due to its geographical location and well developed infrastructure with the major port of Rotterdam, the Netherlands is a main entrance to Europe. More than 80% of the products are re-exported, mostly to other EC-countries. For example, it is estimated that more than 90% of imported organic banana is re-exported. Most of the products entering the Netherlands through its port of Rotterdam continue their journey to neighboring countries and Scandinavia.

Dutch traders are highly experienced and are accustomed to working with producers from the initial stages of conversion and certification. Even if the growth of the Dutch organic market for fruits and vegetables continues to lag behind the growth in other European markets, imports into the Netherlands are likely to increase in the coming years.

1.4. Market access: regulation and certification

The basic regulations on organic imports are those set out in Council Regulation (EEC) No. 2092/91. However, organic certification is only one of the requirements needed to enter the Dutch market. Importers are requested to specify precisely the product profile, its quality standards and packaging/labeling requirements against which each delivery will be inspected. A major obstacle to supplying Dutch importers is the transport and storage of fruits and vegetables, which must adhere to organic regulations and must ensure that top quality products reach the consumer (ITC, 1999).

The Ministry of Agriculture, Nature Management and Fisheries appointed SKAL as the organization accredited to certifying organic producers. SKAL also inspects and controls whether organic production requirements are met. If they are met, the product can carry the "EKO" quality mark.



Since SKAL is the sole Dutch certifier and as the Netherlands has a good entry port to Europe, SKAL is often used for the certification of exotic organic products. SKAL has offices in Germany, Turkey, Sri Lanka, **Surinam**, Peru and India and conducts inspections in more than 30 countries.

As for imports from third countries (those which are not on the EC list of third countries, as described in Council Regulation (EEC) No. 2092/91, Article 11), import licenses should be obtained through LASER, based in Roermond (see address below). This authority is part of the Ministry of Agriculture, Nature Management and Fisheries.

2. LIST OF DUTCH DISTRIBUTORS AND PROCESSORS

2.1. Main Dutch organic trading companies

As SKAL is the sole Dutch certifier, its database of certified companies covers the entire Dutch sector of companies which are involved at different levels of the organic sector (primary production, further processing and trade).

Its web site (www.skal.com, also in English) gives the list of certified companies with the following information (in Dutch language) :

- company registration number ;
- name and address (in the Netherlands) ;
- type of company (as once indicated by the company).

This overview is meant to verify the certification status of the companies involved.

The classification given is the following :

- Agricultural companies (weekly update)
- Processing and importing companies (weekly update)
- Newly certified companies (monthly update)
- Companies withdrawn out of program (monthly update)
- USDA-certified companies

The annex given in this report (“processing and importing companies”, November 2003) can help to identify companies. We extracted from it the **trading companies** given in the following list. Those companies cover all sectors (not only fruits and vegetables but also meat, dairy, dry products, etc.).

Another interesting code given by SKALs’ classification is the “GF” code = “fruit and vegetable processing”. This includes all companies which do preserves, frozen products, dehydrated products, etc. This sector is strong in the Netherlands but all companies identified do not import or handle tropical products; many of them handle only regional fruits and vegetables (like further processing of potatoes for example).

Notes:

- the classification codes (trade or other activities) are those given by the companies and are not guaranteed by SKAL ;
- in bold, companies for which details are given in section 3.2

TRADE COMPANIES WHICH HANDLE ORGANIC PRODUCTS (SKAL CERTIFIED).

- 2Organics B.V.
- Agarica B.V.
- Agro Bio Connection B.V.
- Allfur Furtas B.V.
- Arava Holland B.V.
- Ariza B.V.
- A.Van Weely B.V.
- B.W.B. International
- Bak Speciaal
- Bakker Brothers
- BD – Totaal B.V.
- Berrico Food Company B.V.
- Biogrown B.V.
- Biohorma B.V.
- Biorganic
- Biotopia B.V.
- Bo Weevil B.V.
- Boogard International B.V.
- Bravo Foods B.V.
- **BudgetBulk**
- CBM Melkgeitenhouderij Midden Nederland B.V.
- Cebeco Seeds
- Certifiend International
- Coenecoop Wine Traders B.V.
- Cooperatie Fruitmasters Groep UA
- Crème de la Cream Company B.V.
- CSM Suiker B.V.
- Damobio B.V.
- **De Nieuwe Band**
- Deano Food Productions
- Deen-Hobu
- **Do It**
- E.H. Worlée & Co B.V.
- Eawest International
- Ekomek Holland
- Enoch Trading B.V.
- Fa. C. Breure & Zn
- Florganic B.V.
- ForesTrade Europ B.V.
- FreshSupport Packing B.V.
- Fyffes B.V. (ex. Velleman en Tas International B.V.)
- **FZ organic Food**
- Gebana B.V.
- Gebr. Reus B.V.
- Glencore Grain Rotterdam
- Green Organics B.V.
- Green Tomato Holding
- Green Ways B.V.
- Greenery UK B.V.
- Groenvoer Opeinde Friesland B.V.
- H.M.A. Blonk B.V.
- Helfer Holland B.V.
- Hoge Snelheid B.V.
- Huzo B.V.
- Jus de Pommes
- Karl Rapp Rotterdam B.V.
- Kruidvat Retail B.V.
- L. Elink Schuurmann (Thee) B.V.
- La Alternativa
- Lepoole-van Oort
- Linterman Beheer B.V.
- Lundberg Family Farms
- Maharishi Technology Corporation B.V.
- Maximum Trading
- Meat Import Zandbergen Brothers
- Meunerie Liégeois
- MRM Handelonderneming B.V.
- **Natudis**
- Naxport-Foods B.V.
- **Nichimen Europe Plc**
- Oké Natuurprodukten B.V.
- Omega & More
- Orafit B.V.
- Otter Organic Commodities B.V.
- P. de Vrij Moerkapelle B.V.
- **Passina Products B.V.**
- Planet Green B.V.
- Pronafit Nature Products International B.V.
- Quote Foods Products
- Rooibos B.V.
- Schep Kaasveredeling B.V.
- Scheria Versdienst
- Schouten Products B.V.
- Slagerij De Groene Weg
- Suminter India Organics
- Tellus Produce B.V.
- Terra Sana / Sanafood
- The Greenery B.V.
- Thijs Food Innovation B.V.
- **Tradin**
- Tropicalia Beverages Industries B.V.
- Udea B.V.
- Umecos
- Van Den Dool International B.V.

- Van Der Lem
- Van Messel Management B.V. / Vlees Van Messel
- Vitalis Biologische Zaden B.V.
- VNK B.V.
- W.Ruitenberg czn NV
- Weihandel en Transportbedrijf van Triest B.V.
- Yama Products B.V.
- Zaadhandel Neutkens B.V.
- Zelder B.V.

2.2. Main Dutch fruit juice producers

Main Dutch fruit juice producers (conventional juices and perhaps organic products) members of SGF¹ are listed below. Some of them are subsidiaries of multinational (like DREYFUS for example) ; some are detailed below.

- Cargill B.V.
- Cofrugo N.V
- Concentra Netherlands
- Döhler-Holland B.V.
- European Juice Terminal
- Indupro B. V.
- Koel-en Vriesveem Vlissingen BV (Van Bon)
- Louis Dreyfus Citrus B. V
- Passina Holdings B.V.
- Van Bon Cold Stores BV
- Wild Juice B.V.
- Wimm Bill Dann Netherlands B. V.

2.3. Main Dutch trading companies for organic fresh produce

The following list identifies the main actors in organic fresh produce sector (producers and/or trading companies). Details about some companies are given in § 3.4.

Company	Products	2000 turn over million USD
EOSTA	Vegetables, fruit	42
NAUTILUS	Vegetables, fruits, potatoes, cereals, seeds, cattle feed	16
ODIN	Vegetables, fruit, mushrooms, flowers, plants, dairies	14
BIOCENTER ZAHN	Vegetables, fruits, potatoes, vegetarian products, dairies	10
KROON	Vegetables, fruits, potatoes, mushrooms, vegetarian products, eggs, dairies	4
BICK/UDEA	Vegetables, fruits, potatoes, mushrooms, vegetarian products, eggs, dairies	4
BAKKER	Vegetables, fruits, potatoes, herbs, spices, mushrooms	4

¹ The Schutzgemeinschaft der Fruchtsaftindustrie (Protective Association of the Fruit Juice Industry, SGF) is an industrial association and considers itself to be a pioneer of industrial self-control. The activities are aimed at local and European markets for fruit juices and fruit containing beverages as well as at today's worldwide market for raw materials. Members are usually important world companies involved in this sector; see www.sgf.com

THE GREENERY	Vegetables, fruits, potatoes, herbs, spices, mushrooms	2
DE ZAAISTER	Vegetables, fruits, potatoes, vegetarian products, meat, meat products, eggs, dairies	2
DO-IT	Soy beans, oils and fats, sugars and sweeteners, grains, seeds, pulses, nuts, dried fruits, rice, oilseeds, flours, starch, gluten, lentils, dairies, pasta, cocoa, tomato products, fruit preserves...	

2.4. Detailed list of Dutch organic traders and producers

Principal sources to constitute the following list :

- Participants to 2003 BIOFACH fair, the biggest organic fair in Europe
- Participants to the 2002 SIAL fair, world fair for food products in Paris
- Participants to ANUGA 2003, first world food fair, in Germany
- Completed with internet search and other lists given in chapter 3.

ALANHERI N.V.

Moleneind 2 - 4268 GD MEEUWEN
P.O. Box 25 - 4260 AA WIJK EN AALBURG
Phone: + 31 416 358 358
Fax: + 31 416 358 372

www.alanheri.com

alanheri@alanheri.nl

ALANHERI N.V. is a holding company, incorporated in the Netherlands in 1975 and which has a number of internationally active subsidiaries which operate in various countries. Branches of the subsidiaries within the ALANHERI GROUP are to be found a.o. in the Netherlands, South Africa, Hungary and Switzerland. Furthermore ALANHERI N.V. has representative offices in China, Ethiopia and the Czech Republic.

At the moment, the group employs approx. 225 persons and has a turnover of approx. € 123 million.

The subsidiary ALANHERI (PRODUKTEN) B.V., based in the Netherlands, is active in the worldwide trade of seeds for birdfeed, cereals, pulses, rice, edible nuts, organic products, dehydrated vegetables, spices, herbs and bakery ingredients. Range of organic products : coffee, grain, nuts (groundnuts), seeds.

ALANHERI (PRODUKTEN) B.V.

Moleneind 2 - 4268 GD MEEUWEN
P.O. Box 25 - 4260 AA WIJK EN AALBURG
Phone: + 31 416 358 450
Fax trade: +31 416 352 704

www.alanheriprodukten.com

alanheri.prod@alanheri.nl

BIORGANIC

Afd. Marketing Service
Postbus 376
3840 AJ HARDERWIJK
Phone: + 31 341 464 136
Fax: + 31 341 464 153

www.biorganic.nl
info@biorganic.nl

Wholesaler of organic products sold under own label, Biorganic. Range : fruit juices, vegetables preserves, cereals, dry fruits, biscuits, etc.

BUDGETBULK

Jan Pieter Heljestraat 105
1053 AMSTERDAM
Phone: + 31 20 689 51 09
Fax: + 31 20 618 32 80
schok@worldonline.nl
www.budgetbulk.nl

Distributor of organic bulk food / bulk food display.

CATZ INTERNATIONAL

P.O. Box 180
3000 AD, Rotterdam
Tel: + 31 10 411 3440
Fax: + 31 10 411 8913
www.catz.nl
info@catz.nl

Importer/exporter (since 1856) of spices, desiccated coconut, dehydrated vegetables, dried fruits, shelled nuts (cashew, brazil nuts...), canned food (for example canned pineapple) and organic commodities. Turn over : 100 million EUR. Organic range : dried fruits, dried vegetables, spices.

COFRUGO NV

BREDA
Phone: + 31 76 520 04 20
Fax: + 32 14 47 08 39 (in Belgium)
Agent/trader in fruit pulps and concentrates. No web site.

DE NIEUWE BAND

Noorderringweg 12
9363 TC MARUM
Phone : + 31 594 645 300
Fax : + 31 594 643 385
<http://www.nieuweband.nl>
info@nieuweband.nl

Contact: Allard ten DAM

Wholesaler of organic groceries in the Netherlands since 1983. Distribution in Holland and Belgium over a 240 organic food shops , 300 cafés, farm shops, institutes, bakery's, organic producers.

DÖHLER HOLLAND BV / EUROCITRUS

Albusstraat 5
4903 RG OOSTERHOUT
PO Box 227
4903 RG OOSTERHOUT
Contact: Werner LUDWIG
werner.ludwig@doehler.com
Phone: + 31 162 479500
Fax: + 31 162 479581

www.doehler.com (German corporate web site)

Processor of fruit concentrates and pulps for industry (see French & German lists). The company has done a trial in organic but stopped since then.

DOENS FOOD INGREDIENTS BV (DFI)

Postbus 10

Oranjestraat 40 A,

4515 ZG IJZENDIJKE

Tel: + 31 117 302 020

Fax: + 31 117 301 166

Contact: Walter DOENS

www.doensfood.com

wdtrade@zeelandnet.nl

Advertises as "one of Europe's market leaders in trading and handling of organic products". DFI supplies organic products for local bakeries up to international food manufacturing companies. Offering products packed and cleaned on customers demand, from 5 kg up to 1.000 kg bigbags or in bulk. Range of products : grains, pulses, lentils, nuts (under others : Brazilian nuts, cashew), dried fruits (no exotic fruits), seeds, spices and herbs, flakes, vegetable powders. Packing and cleaning facility : packing line for 25 kg bags, gravity - separators, de-stoners, brushing equipment and color sorting (laser guided).

DO-IT (DUTCH ORGANIC INTERNATIONAL TRADE)

Pr Hendrikweg 19

3771 AK BARNEVELD

Tel: + 31 342 42 31 19

Fax: + 31 342 42 35 71

Contact: André PAUW

andre@organic.nl

info@organic.nl

www.organic.nl (it seems that the web site is not operating in November 2003)

Import, trading of organic food products as ingredients and for end consumers. Range : soy beans, oils and fats, sugars and sweeteners, grains, seeds, pulses, nuts, dried fruits, rice, oilseeds, flours, starch, gluten, lentils, dairies, pasta, cocoa, tomato products, fruit preserves...

EOSTA INTERNATIONAL B.V.

P.O. 348

2740 AH WADDINXVEEN

Bredeweg 20

2742 KZ WADDINXVEEN

Tel: +31 (0)180 63 55 00

Fax: +31 (0)180 63 83 43

info@eosta.com

volkerte@eosta.com

www.eosta.com

Contacts : Joost POSTHUMA, Volkert ENGELSMAN

International trade with fresh organic fruit and vegetables.

Founded in 1990, EOSTA is a rapidly expanding company and is involved in the entire chain of cultivation, distribution and marketing of organic fruits and vegetables. Supplies come from organic growers all over the world, while sales are concentrated in Europe, USA and the Far East. At the level of imports, EOSTA maintains a working relationship with farmers in Europe, the USA, Canada, Argentina, Chile, Peru, Uruguay, Brazil, Costa Rica, South Africa, West Africa, Namibia, Uganda, Egypt, Australia, New Zealand and Eastern Europe.

EOSTA supplies wholesalers and retailers, both specialized natural food outlets and conventional supermarkets, on the principle of daily fresh deliveries. Services of logistics and pre-packing. The company should realize 95% of its turnover in other countries, mainly Germany, the United Kingdom, Scandinavia and the United States.

FAAN ZUIDHORN (known as **FZ ORGANICFOOD**)

Oppers 58
8471 ZM WOLVEGA
Phone : + 31 561 611 000
Fax : + 31 561 612 401
<http://www.fzorganicfood.com>
info@fzorganicfood.com
Contact : Khalid HOCINE
k.hocine@fzorganicfood.com

Manufacturer and distributor of organic food throughout Europe. Specialist of cheeses (150 types). Manufacturing, for others, of jams (but not with exotic fruits ; only temperate fruits and citrus).

FRUMARCO B.V.

Postbus 4642
5953 ZG REUVER
Fax: + 31 77-4744280
No web site

Dutch fruit further processor: production of juices and spreads (brand : Frutesse). One organic Frutesse spread (apple).

GREENERY INTERNATIONAL B.V.

Spoorwegemplacement 1
2991 VT BARENDRECHT
PO Box 95
2990 AB BARENDRECHT
Tel: + 31 180 65 76 57
Fax: + 31 180 65 79 99
Contact : Ben LINTHORST
www.thegreenery.com
b.linthorst@thegreenery.com

The GREENERY B.V. is one of the leading companies in Europe in the fresh vegetable, fruit and mushroom sectors. The company has a turnover of approximately € 1,6 billion and has 2,200 employees, 1,800 of whom work inside the Netherlands and 400 outside – mainly in Belgium, Germany, Spain, Italy and the United Kingdom.

The GREENERY is a distribution, sales and marketing company of fresh produce whose shares are owned by the horticultural cooperative VOEDINGSTUINBOUW NEDERLAND (VTN). The 2,500 producer owned companies who are members of the VTN sell their products via The GREENERY. Importation of exotic fruits also.

HERO NEDERLAND B.V.

Postbus 3243
4800 DE BREDA
Teteringsedijk 227
4817 ME BREDA
Tel: + 31 76 5798 000
www.hero.nl

Dutch subsidiary of the Swiss multinational, specialized in jam, juices, cereals bars, baking aids, infant nutrition, desserts.

The group is leader in several countries in the world:

- *Switzerland: market leader in jams - leading supplier to retail and food service sectors*
- *the Netherlands : market leader in jams – strong position in juices*
- *Spain: market leader in infant nutrition, jams, muesli bars, and fruit juices*
- *Germany: market leader in jams, muesli bars, and baking aids*
- *United Kingdom: market leader in baking aids*
- *Portugal: market leader in jams and muesli bars - growing position in infant nutrition*
- *USA: market leader in baking aids*
- *Egypt: leading jam producer - growing position in fruit juices*
- *Turkey: growing position in infant nutrition*

HERO offers a premium organic preserves line. Available flavors are : apricot, strawberry, blackberry, raspberry, red currant, and Swiss plum (no exotic fruit at the present time).

HERO EXPORT (head office of the group)

P.O. Box

5600 LENZBURG 1

Switzerland

Tel: + 41 62 8855 111

Fax: + 41 62 8855 502

www.heroexport.com

HORIZON NATUURVOEDING BV

Postbus 77

4300 AB IJSSELSTEIN

Tel: + 31 30 688 77 30

Fax: + 31 30 688 71 42

Contact: Gaston SMIT

JUICE HOUSE B.V.

Simon Homburgstraat 14

5431 NN Cuyk

Tel: + 31 485 33 04 78

Fax: + 31 485 33 02 99

www.juicehouse.com

info@juicehouse.nl

Trader and manufacturer of fruit products : concentrates, juices, purées.... JUICE HOUSE said to be one of the world's leading suppliers of concentrates and pulps to the fruit juice, soft drinks and beverage industries. JUICE HOUSE provides three distinct kinds of service. It acts as sole agent for many of the world's leading processors of citrus, deciduous, tropical and berry fruits. This includes agencies for the world's leading orange and apple juice producers. Next, as a principal, JUICE HOUSE provides one-stop shopping offering the entire spectrum of juices and pulps. Finally, the company produces tailor-made blends at a dedicated facility in Cuyck/Holland. Full range of fruit products in bulk, drums, frozen or aseptic packaging.

KLAAS DE POEL BV

Groningerstreek 25

9871 PG STROOBOS

Tel: + 31 512 352 200

Fax: + 31 512 352 330

info@klaasdepoel.nl

www.klaasdepoel.nl

Trader of nuts, dried fruits and bakery ingredients. Countries of origin : Greece, Chili, South Africa, Iran, California and Turkey. Some organic products.

KROON BV

Laagraven 15b
3439 LG NIEUWEGEIN
Tel: + 31 30 28 99 376
Fax: + 31 30 28 00 839
Contact: Mr. C.KROON

Trading company specialized in organic fresh produce : vegetables, fruit, potatoes, vegetarian products, dairies.

MACHANDEL

Turfsteker 19
8433 HT HAULERWIJK
Tel: + 31 516 425 020
Fax: + 31 516 421 942
www.machandel.com
info@machandel.com
piet.glasbeek@machandel.com

Producer and distributor of organic canned fruits & vegetables, jam, stewed fruits, spreads.

NATUDIS / NATUPRODUCTS

Daltonstraat 38
3840 AJ HARDERWIJK
Tel: + 31 341 46 42 34 / 31 341 46 42 73
Fax: + 31 341 46 42 33 / 31 341 43 15 89
joopb@natudis.nl
www.natudis.nl

NATUDIS is the largest distributor and brand supplier of whole foods and natural products in the Benelux countries. NATUDIS delivers almost 10.000 different products to 1.200 stores in the Netherlands. NATUDIS, with 140 employees, has an annual turnover of 55 million Euro. NATUDIS supplies 80 to 90% of the Dutch organic food market.

NATUDIS was set up in 1981 under the name NATUFOOD B.V. At the end of the 1980s the Swiss firm HÜGLI, producer of whole food soups among other things, became a co-shareholder. As a result, NATUFOOD B.V. could have more financial resources available to invest in further business expansion. The 1990s have been characterized by a series of take-overs and expansion. In 1992 AKWARIUS was taken over. The company name changed to NATUDIS B.V. with this take-over. The brand Natufood continued to exist however. The brand marketing of the company's own brands and the exclusive brands was put in the hands of the new subsidiary NATUPRODUCTS B.V.. At the beginning of 1995 NATUDIS took over the whole foods firm FERTILIA B.V.. FERTILIA B.V. was the owner of the major brands MolenAartje and Fertilia. In addition, FERTILIA B.V. had a strong position abroad.

In autumn 1996 the distribution division of VNR REFORMPRODUCTEN B.V. was taken over. The VNR brand and the VNR chain of shops have been put in the hands of the newly established VNR WINKELORGANISATIE B.V., in which NATUDIS has an interest, together with the association. In 1997 NATUDIS took the initiative to create a retail organization for 'green supermarkets', at the same base as the VNR WINKELORGANISATIE : the NATUURVOEDINGSWINKELORGANISATIE B.V.

Since 1997, NATUDIS has two departments: a distribution centre NATUDIS and brand supplier NATUPRODUCTS.

NATUPRODUCTS develops and markets a number of its own brands (20 different brands). The six main brands are:

- **Akwarius** offers a range of biologic-dynamic products, such as sandwich fillings, pure fruit, vegetable and pure juices, baby food, whole grains, thermograins, flakes and muesli, flours and baking mixes, tinned food and pulses, biscuits and snacks.
- **Ekoland**: range of basic organic products.
- **Fertilia**: organic products such as oils, coffee, coffee cream, biscuits, Italian specialties.
- **MolenAartje**: organic and sugar-free snacks, sweets, biscuits, delicacies, sandwich fillings and bread substitutes.
- **Natufood**: umbrella brand for health food products such as fruit sandwich fillings, fruit juices, concentrated juices, margarines, grains, mueslis, flakes, nuts, semi-tropical fruit, cane sugar and salt.
- **Vetara**: vegetarian range.

NATUPRODUCTS is also exclusive importer in the Netherlands of several import brands, such as Tartex, Ecover, Dr. Schär, Rabenhorst, KI Group and Kanne.

The export contains among 10% of the annual NATUPRODUCTS turnover and this percentage is growing. NATUPRODUCTS exports to warehouses in mainly EU-countries, but also to Israel, Croatia and the Netherlands Antilles.

Under other products distributed:

- Drink Drank organic juices:

- Pineapple/mango x 6 bottles of 1 liter sold at 3.09 EUR/bottle;
- Pineapple x 6 bottles of 700ml sold at 3.59 EUR/bottle;
- Apple/pineapple x 6 bottles of 700ml sold at 2.85 EUR/bottle;
- Mix fruits x 6 bottles of 1 liter sold at 2.79 EUR/bottle.

- Ekoland organic jams, juices, dry fruits, canned pineapple (for example: tropical fruits jam 6 x 250g sold at 1.79 EUR/unit; canned pineapple 6x330 ml sold at 2.47 EUR/can).

- some organic products under **Natudis** brand :

- ACE juice (mix fruit): 12 x 200 ml sold at 1.10 EUR/bottle;
- ACE juice (mix fruit): 6 x 700 ml, sold at 3.09 EUR/bottle;
- Guava/aloe vera juice: 12 x 200 ml sold at 1.10 EUR/bottle;
- Guava/aloe vera juice: 6 x 700 ml, sold at 3.09 EUR/bottle;
- Mango-spirulina juice 12 bottles of 200 ml, sold at 1.10 EUR/bottle;
- Mango-spirulina juice 6 bottles of 700 ml, sold at 3.09 EUR/bottle;
- Tropical juice 6 x700 ml, sold at 4.49 EUR/bottle;
- Tropical juice 10 x 500 ml, sold at 3.49 EUR/bottle;
- Tropical fruits jam 6 x 320g, sold at 2.09 EUR/unit.

NATUDIS does not import directly but buys from importers like TRADIN. The company usually uses exotic fruits for further processing (to produce jams.... in its own factories).

NAUTILUS

Bronsweg 22

LELYSTAD

Tel: +31-320-237000

Fax: +31-320-280155

info@nautilusorganic.nl

mfranzen@nautilusorganic.nl

<http://www.nautilusorganic.nl>

Contacts: Jos LEETERS, Michiel FRANZEN

Biggest organic agriculture co-operative in the Netherlands. Production of vegetables, fruits, potatoes, cereals, seeds, cattle feed.

NICHIMEN EUROPE PLC

Aert van Nesstraat 45
3012 CA ROTTERDAM
Phone : +31 10 414 50 77
Fax : +31 10 414 66 47
info@rd.nichimen.co.uk
www.nichimen.nl

Subsidiary of a Japanese group (96 overseas offices). The Rotterdam office is specialized in food trading. Involved in organic food, one of the main suppliers of organic raw materials into the European market. Through joint-ventures in Canada and China, the company offers a range of ECOCERT, BCS and QAI Certified organic raw materials, including rice, grains, pulses, nuts, dried fruits (no exotic fruits), honey, seeds and soybeans, and finished products including cooking oils and sauces.

ODIN HOLLAND C.V.

De Panoven 1
4191 GV GELDERMALSEN
Phone : +31 345 57 25 54
Fax : +31 345 57 70 18
Contact : Jos Van HAL
www.odin.nl
info@odin.nl

Dutch producer and trader of vegetables, fruits, potatoes, mushrooms, flowers, plants, seeds, vegetarian products, meat, meat products, eggs, dairy products.

OERLEMANS FOODS NEDERLAND B.V.

Archimedesweg 19
5928 PP VENLO
Phone : +31 77 3895895
Fax : +31 77 3821448
www.oerlemans-foods.nl
info@oerlemans-foods.nl

As a grower, producer and supplier, OERLEMANS FOODS specializes in 'freshly frozen' vegetables, fruit and potato products. OERLEMANS FOODS offers a broad range of conventional products. In addition, OERLEMANS FOODS said to be the market leader in Europe in the fast-moving segment of organically and bio-dynamically grown vegetables, fruit and potato products. Subsidiaries in Poland, Spain, United Kingdom, Hungary. Owns production areas in several countries and supplies from contract growers. The organic range includes mainly vegetables and some fruits from the Netherlands, Hungary and Poland.

OKE NATUURPRODUKTEN B.V.

Diekstraat 63-65
3071 EL ROTTERDAM
Tel. : + 31 10 2460252
Fax : + 31 10 2460253
oke_nenzel@planet.nl

PASSINA PRODUCTS B.V.

Veilingkade 4
4815 HC BREDA
PO Box 3548 – 4800 DM BREDA
Tel: + 31 76 572 2880
Fax: + 31 76 57 22 888
info@passina.nl

www.passina.com

Fruit juice concentrate producer, importer and distributor. The PASSINA GROUP produces and sells juices, purees, concentrates, and other products derived from a large variety of fruits. It works closely with its producing partners. Some factories such as TROPFRUTAS in Ecuador, CONCENTRA ARGENTINA and CONCENTRA NETHERLANDS are 100% owned by the PASSINA GROUP. Others are not owned by the PASSINA GROUP but work with them in an intensive cooperation (T'BOLI in the Philippines and RIVERSIDE in South Africa). Full range of fruit concentrates and purées. Under others: pineapple (frozen or aseptic concentrate), acerola (frozen purée and concentrate), guava (frozen or aseptic purée), mango (frozen or aseptic purée), lychee (frozen purée), papaya (frozen or aseptic purée), passion fruit (frozen juice and juice concentrate).

*Few organic products like **mango purée**, aseptic, obtained by a mechanical process from not genetically modified, sound and fully ripened MAGDALENA RIVER mangos, from Colombia. 14-17 Brix; aseptically packed in bag-in-drums in 227 liters (60 gallons – 200 kg) open-head steel drums for foodstuff with a minimum of 0.7 mm thickness and ring closure, lined with one closed polyethylene bag.*

PLOEGMAKERS FOOD INGREDIENTS BV

Phone : + 31 413 37 38 39

Fax : + 31 413 36 38 03

www.ploegmakersfood.com

sales@ploegmakersfood.com

Producer of deep frozen fruits and vegetables, herbs and ingredients. Conventional and organic products.

PRIMO INTERNATIONAL FOODS B.V.

Histerfinnen 17

9211 TS KORTEHEMMEN

Phone: + 31 512 38 2828

Fax: + 31 512 38 3833

info@primofoods.nl

Bread, baked products, spreads, fruit jams and hot beverages. Participated at ANUGA 2003.

RHUMVELD WINTER & KONIJN B.V.

Rivium 1e straat 123b

2909 LE CAPELLE AAN DEN IJSSEL

Phone : + 31 10 233 09 00

Fax : + 31 10 233 05 74

www.rhumveld.com

rwk@rhumveld.com

Contact: Koen BOUWMAN, Product Manager Ingredients

k.bouwman@rhumveld.com

International distribution of a complete range of edible nuts, dried fruits, rice crackers and seeds. Importing products from over 40 countries on all continents of the world. Exporting products to more than 35 countries, mainly in West- and East-Europe. Exclusive representation as agent / distributor of over 20 producers, recognized as market leaders in their product lines. Conventional and organic range. 40% of the turnover is made by organic products. The activity in organic began in 1998.

The organic range includes among others:

- *organic nuts : cashews, walnut, Brazilian nuts, macadamias...*
- *organic dehydrated tropical fruits : banana, coconut , ginger, guava, jackfruit, mango, melon, orange papaya, pineapple, star fruit , star gooseberry*
- *organic dried fruits : prunes, sultanas, dates, figs...*

Interested in organic pineapple, mango, guava, cashews, coconut, dried (no cans) better in bulk packaging, 10 to 12,5 kg outer cartons. Offers can be made to Mr. BOUWMAN.

H.CH. SCHOBBERS B.V.

Willem Barentszweg 30
5928 LM VENLO NL - PO Box 66
5900 AB VENLO
Phone : + 31 77 39 69120
Fax : + 31 77 39 69121

www.schobbers.nl
info@schobbers.nl

Distributor, cleaner, packer specialized in seeds (human and animal consumption), pulses, baking raw material. Some nuts.

STOLP INTERNATIONAL B.V.

Voltaweg 26
3752 LP BUNSCHOTEN
Tel.: + 31 33 299 17 11
Fax: + 31 33 298 42 24

www.stolp-int.com
sales@stolp-int.com

Trader in dry food. Among others: nuts (cashew from India, Korea, Brazil), canned fruits (under others: pineapple from Philippines, Thailand, Ivory Coast, Indonesia), dry fruits, coconut products from Indonesia, Sri Lanka, Philippines, Ivory Coast, seeds. As the company is registered at SKAL, it should be able to import organic products.

TELLUS PRODUCE B.V.

P.O. Box 157
8200 AD LELYSTAD
Bronsweg 7
8211 AL LELYSTAD
Tel: + 31 320 289030
Fax: + 31 320 289039

www.tellusproduce.com
info@tellusproduce.com

TELLUS PRODUCE B.V. is involved in import and export of organic fruits and vegetables. TELLUS PRODUCE B.V. supplies wholesalers, retailers, processors and caterers with organic fresh produce in Europe and Northern America. Supplies come mainly from Holland, Belgium and Turkey but also from other countries in Europe and around the world.

TERRASANA

PO Box 70
2450 AB LEIMUIDEN
Tel: + 31 172 50 3333
Fax: + 31 172 50 3355
Contact: Mr. K. BARNHARD

www.terrasana.nl
info@terrasana.nl

Trading company specialized in organic processed food including fruit juices.

TRADIN ORGANIC AGRICULTURE B.V.

Latexweg 12
 1047 BJ AMSTERDAM
 Tel: + 31 20 40 74 499
 Fax: + 31 20 49 72 100
 Contact: Gerard VERSTEEGH
www.tradinorganic.com
info@tradinorganic.com
gerard@tradinorganic.com

TRADIN ORGANIC AGRICULTURE BV is one of Europe's largest trading companies of basic organic commodities for industries (ingredients). TRADIN offers a wide and varied range of products from frozen fruit and vegetables, dried fruits, coffee/cocoa, cereals, rice, sugar, soy beans, pulses, seeds, nuts and oils through bakery fats, fruit concentrates, dairy products, seasonings, sweeteners and more. Since 1980 TRADIN has developed social farming projects in Latin-America, Asia and Eastern Europe.

*The business now has more than five sales offices in the western world (France, Austria, Germany, United States + the Netherlands) and has sourcing companies in the Dominican Republic, India and Brazil. Exports amount to 90%, including to all European countries, but also countries such as the USA, the Middle East, Australia and Japan
 Turn over estimation : more than 50 million EUR/year.*

Interested in all fruits concentrates, purées, etc. Gerard VERSTEEGH can be contacted with offers. Concerning canned pineapple, TRADIN already imports pineapple at competitive prices but could be interested in A10 tins (1.8 kg net weight without juice) if prices are good.

*Besides non-perishable foodstuffs, **TRABANA B.V.** sister company imports and exports a range of fresh exotic fruits, accounting for 30% of the turnover of the whole group. It has also started to trade in fresh vegetables. Still one of its main products is organic bananas, importing more than 10 000 tons per year. TRABANA is now the leading importer of organic bananas in Europe. The company has a working relationship with the recently created IOC (INTERNATIONAL ORGANIC COMPANY, created in 2000). Both companies import organic bananas mainly from Dominican Republic, Ecuador, Colombia. They also have a range of other organic fresh fruits : kiwi, papaya, mango, asparagus, grapefruit, apples, pears, ginger, baby bananas, red bananas, avocado, coconut.*

TRABANA BV

Latexweg 12
 1047 BJ Amsterdam
 Tel: +31 20 4074455/33
 Fax: +31 20 4972990
edwin@trabana.com
karin@trabana.com
bas@tradinorganic.com

OFFER IN FRUITS: ASEPTIC OR FROZEN JUICES, PURÉES AND CONCENTRATES

Description	Origin	Certifier	Packaging
Pear concentrate	Yugoslavia	SKAL	
Apple concentrate		OCIA	25kg
Apricot purée		BAC	20kg
Banana purée		BCS	25kg
Guava purée		BCS	25kg

Mango purée		BCS	10kg
Orange concentrate		SKAL	10kg
Orange juice		SKAL	5kg
Papaya puree		BCS	25kg
Passion fruit juice		BCS	25kg
Pineapple juice		BCS	25kg
Pineapple concentrate		QAI	290kg
Raspberry puree		SKAL	25kg
Strawberry puree		SKAL	25kg
Tomato concentrate		SKAL	25kg
Pear puree	Argentina	OIA	
Sour cherry concentrate	Yugoslavia	SKAL	

OFFER IN DRY FRUITS

Description	Origin	Certifier	Packaging
Apricots		OCIA	25kg
Banana		BAC	20kg
Blue Thompson		BCS	25kg
Currants		BCS	25kg
Dates		BCS	10kg
Mango		BCS	25kg
Papaya		BCS	25kg
Pineapple		QAI	290kg
Raisins		SKAL	25kg
Sultanas		SKAL	25kg

TREE OF LIFE EUROPE

Zevenheuvelenweg 53 – 55

5048 AN TILBURG

Phone: +31 13 4567 100

Fax: +31 13 4567 120

<http://europe.treeoflife.com>

TREE OF LIFE EUROPE was established in 2000 by the Dutch multinational food group WESSANEN. With the growth of the health, natural and specialty foods industry in Europe, WESSANEN leveraged its success with TREE OF LIFE, INC. in the North American market by creating TREE OF LIFE EUROPE.

*Since then, they have grown rapidly through strategic acquisitions and autonomous growth. The cornerstone of the company was the acquisition of **DISTRIBORG** (see French list) in July 2000. This brought significant market presence in France, Belgium, Italy, Spain and the UK with strong brands like Bjorg, Gayelord Hauser, Evernat and Bonneterre and major sole agencies like Krisprolls and Provamel.*

*The following year, they extended their portfolio with a number of key acquisitions. They purchased **BOAS** (<http://www.boas.nl>), the leading marketer of specialty and gourmet foods in the Netherlands. This gave them, after the acquisition and integration with the Dutch*

leading health food brand **Zonnatura** (<http://www.zonnatura.nl>), a strong presence in the Dutch market. In 2002, they added to this a 41% stake in **NATUDIS**, the leading marketer of health and natural products to the specialized health food stores in the Netherlands (see list). The acquisition and integration of **CORPOSAN** (Germany), with the brands Allos, Tartex and Dr Ritter, gave them a market presence in the German specialized channel. In 2002, with the acquisition of **NATURE'S STORE** and the merger with **BREWHURST**, they created **TREE OF LIFE UK**. The acquisition of **KALLO FOODS**, a leading brand in the UK health food market, added another new branch to the company. To further strengthen their position in the UK also **WHOLE EARTH** will be integrated with **KALLO FOODS** in 2003.

KONINKLIJKE WESSANEN NV

Prof. E.M. Meijerslaan 2
1180 AK AMSTELVEEN
Tel: +31 20 547 9547
Fax: +31 20 547 9501
info@wessanen-hq.com
www.wessanen.com

TROPICALIA BEVERAGES INDUSTRIES B.V.

Badhuistraat 101
4381 LP VLISSINGEN
Phone: +31 118 44 04 10
Fax: +31 118 44 05 40

Processor of fruit juice. The company is owned by the RICA GROUP, Germany and has a subsidiary in Costa Rica, FRUCTA COSTA RICA, which produces, markets and processes tropical fruits. The company is able to handle organic fruit products (registered at SKAL).

SVZ INTERNATIONAL B.V.

Oude Kerkstraat 8
P.O. Box 27 4870 AA ETTEN-LEUR
Phone: +31 76 50 49 494
Fax: +31 76 50 49 400
info@svz-nl.com
<http://www.svz.com>

SVZ is one of the leading companies engaged in the production, sale, development and distribution of fruit and vegetable ingredients to the global food industry. SVZ's main product groups are fruit & vegetable juice concentrates, fruit juices, fruit & vegetable purees, concentrated fruit purees, compounds, IQF fruit & vegetables, brined vegetables, vinegared vegetables and silver skin onions. SVZ is specialized in the so-called non-commodities like red and exotic fruit. SVZ operates in the business-to-business market (beverage, bakery, dairy, ice-cream, liquor, jam, preparation, fast food, ready meals and preserves). SVZ is based in Europe, USA, Africa and Asia. The total workforce of SVZ is 860 of which about 300 are located in the Netherlands.

SVZ is part of the ROYAL COSUN GROUP. This group is a cooperative and other members of this group are UNIFINE (spices & herbs), UNIFINE DÖHLER (bakery ingredients), SENSUS (inulin and fructose syrup), SUIKER UNIE (sugar) and AVIKO (potato products). The company offers more than 40 different fruits treated in purees, concentrates...

NETRA AGRO B.V.

Oude Kerkstraat 8
4878 AA Etten-Leur
Phone: + 31 76 50 49 450
Fax: +31 76 50 49 459
Contact : Gérard WIJTVLIET

gerard.wijtvliet@netra-agro-nl.com
info@netra-agro-nl.com
<http://www.netra-agro.com>

Trading of further processed fruits since 1992. NETRA AGRO is a subsidiary company of SVZ INDUSTRIAL PRODUCTS B.V. in the Netherlands. The company is specialized in import and marketing of tropical and semi tropical processed fruit and vegetable products for industrial purposes. The product range is complementary to the product range of SVZ. NETRA AGRO BV imports its products from countries in Asia, Middle and South America and Africa. Since 1992 NETRA AGRO B.V. has been the sole agent in Europe for HIEP PHAT JOINT STOCK COMPANY from Vietnam. This company produces frozen fruits and vegetables. Main product is frozen pineapple. NETRA AGRO has own offices or representatives in the Netherlands, United Kingdom, France and Spain. Sales are also done through the SVZ offices and agents network.

Product range (conventional): IQF fruits, purées, concentrates, concentrated purees, canned fruit (under others: pineapple, mango, papaya, coconut milk, guava). A range of organic products but in small volumes. The company is able to import directly.

UDEA BV

Vluchtoord 41
5406 XP UDEN
Postbus 478
5400 AL UDEN
Phone: + 31 413 25 67 00
Fax: + 31 413 25 61 56

www.udea.com
edoes@udea.com

Wholesaler, importer, exporter of organic fresh products : dairies, meat, fruits and vegetables, fresh pastas... and deep frozen products (ice cream).

USSELERRIET BV

Lenteweg 17
7532 RV ENSCHEDE
Phone: + 31 53 480 07 77
Fax: + 31 53 461 57 30

info@usselerriet.com
www.usselerriet.com

Dried vegetables, herb, spices, mixes and fruits.

VERBRUGGEN JUICE TRADING B.V.

Warmel
Phone: + 31 487 50 10 68
Fax: + 31 487 50 13 21

verbruggenjuice@wxs.nl

Fruit juice and fruit concentrate trader. Importation from several countries including from Latin America.

ZANN BIO-CENTER

Weg en Land 9
2661 DC BERGSCHENHOEK
Phone: + 31 10 477 56 88
Fax: + 31 10 477 50 70

Contact: Geoffrey HARREMAN
<http://www.zannorganics.com>

info@zannorganics.com

Import and export of fresh organic produce : fruits, vegetables, dairy, flowers, mushrooms, dairies, exotic fruits included.

3. OTHER DUTCH ACTORS IN THE ORGANIC SECTOR

EKOLAND

Postbus 16

3740 AA BAARN

Tel: +31 35 54 23 281

Fax: +31 35 54 24 119

jaap@vwg.net

<http://www.ekoland.vwg.net/>

Contact: Jaap VAN WESTERING

Dutch magazine about organic agriculture, processing and distribution.

EUROPEAN ORGANIC CERTIFIERS COUNCIL EOCC, c/o SKAL

P.O. Box 384

8000 AJ ZWOLLE

Tel: +31 38 426 8181

Fax: +31 38 421 3063

jwk@skal.com

www.skal.nl

Contact : Jan Wicher KROL

Coordination of organic certifiers in Europe

GOOD FOOD FOUNDATION

BP 219

3850 AE ERMELO

Fax: + 31 341 562 913

goodfood@xs4all.nl

info@goodfood.nl

www.goodfood.nl

Contact: Jan SCHRIJVER

Foundation which aim is to organize, manage, guide and participate to projects in the field of organic agriculture but in a fair trade manner. Control is made by ECOCERT, independent certifier. The foundation has its own label, Good Food, which guaranties the traceability. Main projects concern dry fruit and nuts in Turkey but also grains, pulses, aromatic herbs, dry coconut. The foundation has 3 offices in Turkey with 6 agronomists.

Foundation members: SA JEAN-LOUIS BOYÈRE (France), HORIZON NATUURVOEDING B.V. (the Netherlands), DOENS FOOD INGREDIENTS B.V. (the Netherlands), COMMUNITY FOODS LTD (UK), URTEKRAM A/S (Denmark).

INTERNATIONAL RESEARCH ASSOCIATION FOR ORGANIC FOOD QUALITY AND HEALTH FQH

Contact: Marijke Hooijdonk, van

Hoofdstraat 24

3972 LA DRIEBERGEN

Tel: +31 343 523 860

marijkevanhooijdonk@louisbolk.nl

www.organicfqhresearch.org

Association that aims to encourage, coordinate and disseminate research in the field of organic food and health.

MINISTRY OF AGRICULTURE, NATURE MANAGEMENT AND FISHERIES

National Service for the implementation of Regulations (LASER)

Contact: Monique Schmitz

Postbus 965

6040 AZ ROERMOND

Tel: +31 475-355444

Fax: +31 475-318939

Competent authority in charge of implementing EU-Regulation 2092/91.

PLATFORM BIOLOGICA

Postbus 12048

3512 LC UTRECHT

Tel: +31-302339985

Fax: +31-303004423

info@platformbiologica.nl

www.platformbiologica.nl

Umbrella organization for organic farming and nutrition.

SKAL Controle & Certificatie

Stationsplein 5

8000 AJ ZWOLLE

Tel: +31-38-4268181

Fax: +31-38-4213063

info@skal.com

<http://www.skal.com>

Contact: Chris MAAN

Inspection body ; certification.

SKAL INTERNATIONAL

Dr. Klinkertweg 28b

8025 BS ZWOLLE

Tel: +31-38-4260100

Fax: +31-38-4237040

info@skalint.com

www.skalint.com

International inspections and certification

VBP - VERENIGING BIOLOGISCHE PRODUCENTEN

Edisonstraat 26

3817 VN AMERSFOORT

Tel: +31-33-4656009

Fax: +31-33-4656014

b.idsert@worldonline.nl

Association of organic producers, traders & wholesaler.